



FRANÇOIS FRÈRES

Better Suppliers

# General Information

- The real cost saving solution for PCB purchase in China
- A European leader in PCB sourcing from China.
- 20 years experience. More than 250 clients worldwide in 2008.
- Office in China (Chang'An town ,DongGuan, GuangDong province) with QC, purchase engineers and logistic team. Total staff 55.
- Languages : English, Chinese, French, German, Japanese, Russian, Spanish.
- Ability for sourcing PCB according to specific technical need.
- Head office : 231, rue Saint Honoré 75001 Paris – France

# Service Details

## **Network supply :**

- ✓Supply of a large network of approved vendors.
- ✓Choice of the right suppliers according to customer's technologies and needs.
- ✓Research in different regions/countries.
- ✓New factories opportunities proposals.

## **Sales services :**

- ✓Professional and quick quotations work with many technical and logistic alternatives.
- ✓Customer's plant visits for helping communication.
- ✓Supplier's visits and audits with customers.
- ✓Day to day customer's sales services in English or in your language.

## **Technical support :**

- ✓Technical advices to customer's engineers at development stage.
- ✓Technical meetings in customer's factories.
- ✓Technical analysis in case of any difficulties.
- ✓Training courses of customers teams if necessary

## **Engineering support :**

- ✓Check of all customers' data, Gerber files, drawings and specifications.
- ✓Technical translations in English or Chinese if necessary.
- ✓Help to solve all technical questions coming from suppliers at engineering stage.
- ✓Samples checking if requested

## **Purchasing services :**

- ✓Prices negotiations with suppliers
- ✓Factories follow up on purchasing issues
- ✓New factories researches
- ✓Fighting for prices stability
- ✓Purchasing task force for fighting on price issues.

## **Logistics services :**

- ✓Low rate for transport because of our large volume transported everyday.
- ✓Groupage of small quantities to decrease transport costs.
- ✓Deliveries worldwide with our Hong Kong logistic agencies.
- ✓Follow up of delivery dates respect by our customer service team.
- ✓Customs problems handling.
- ✓Management of consignments stock if necessary.

## **Quality services :**

- ✓Professional quality audits in suppliers factories with reports and ranking
- ✓Quality engineers team for handling quality issues.
- ✓Quality controllers on site to control products quality in factories if necessary.
- ✓Audits planning for regular factories follow up. ( major and minor audits )
- ✓ Shanghai and Guangdong quality task forces
- ✓Emergency quality plans in case of urgencies.
- ✓Suppliers quality statistics control.

# Service Details

## **Finance services :**

- ✓ Longer payment terms acceptability capability. ( because of factoring finance organisation )
- ✓ Invoices done at goods arrival and not at goods departure.
- ✓ Customers finance reliability survey for our suppliers.
- ✓ Insurance's credit guarantees for customer's payment security
- ✓ Factoring services for quicker and more regular payments.
- ✓ Payment of VAT for our customers (when needed...)
- ✓ Consignments stocks finance.

## **Strategic support :**

- ✓ Strategy evolution advises when needed.
- ✓ Suppliers controls and customers information at early stage.
- ✓ New opportunities proposals.
- ✓ Information on China quick evolution in PCB industry

## **Products insurance :**

- ✓ Product reliability civil insurance for covering customers damages.
- ✓ Recall insurance.

## **Ethic support :**

- ✓ Ethic audits & controls of our suppliers.
- ✓ Controls done : environment respect, labour laws respect, human being respect, security respect, living conditions respect, etc..
- ✓ Code of conduct for our own employees.
- ✓ Ethic code and rules for our suppliers.

## **Organisation support :**

- ✓ Large office in China with 55 high educated employees.
- ✓ Worldwide sales organisation.
- ✓ Large office in Europe with European management.
- ✓ Central organisation with ERP and low costs administration services.

## **Other products - CIPEM**

- ✓ More technical products and services with our sister company: metal parts, cables, power supplies, chargers, connectors, plastic parts, keyboards, keypads, LCD, LED, heat sinks, modules, assembly, coils, transformers, antennas, sub-systems.

# Double Side PCB

- **Standard double sided PCBs with copper plated through holes:** minimum track width 150 microns.
- **Sophisticated double sided PCBs with copper plated through holes:** track width under 150 microns, small holes, thin raw material, etc..
- **Standard double sided PCBs with silver through holes:** holes 0.5 mm, track width 200 microns, pitch = 1,2 mm to 1,5 mm . Screen printing process or roller coater process.
- **Sophisticated double sided PCBs with silver through holes:** holes 0.45 mm, track width 150 microns, pitch = 1 mm, photo process with roller coater.
- **Double side PCB with copper paste through holes** (CPTH technology).

**Finishing:** organic coating, HASL lead free, Flash plating NIAU, immersion chemical NIAU, immersion tin, immersion silver.

**Cutting:** V Scoring, routing, punching.

**Raw material:** CEM3, FR4 for DS PTH, FR1, CEM1 for DS STH

**Other:** Carbon keypad, peelable mask.

# Multilayers PCB

- **Standard multilayers 4 and 6 layers** (minimum track width 150 microns)
- **Sophisticated multilayers 4 and 6 layers** (track width under 150 microns)
- **Multilayers from 8 to 20 layers.**
- **HDI multilayers** (High Density Interconnection, with laser drilling or mechanical holes)
- **Back panels up to 20 layers.**

**Finishing:** organic coating, HASL lead free, Flash plating NIAU, immersion chemical NIAU, immersion tin, immersion silver

**Cutting:** V Scoring, routing.

**Raw material:** FR4, FR5, high Tg.

# Flexible PCB

- **Single side FPCB** (roll to roll and panel to panel): polyimide, polyester, PEN
- **Double side FPCB low cost** (roll to roll and panel to panel): polyimide or PEN
- **Multilayer polyimide** (with or without adhesive)
- **Flex rigid and sophisticated flexible PCBs** (with or without adhesive )
- **Flexible PCBs with connectors, stiffeners, tape, components, etc.**
- **PCBs with very small tracks** : up to 50 microns track width
- **Flexible PCB with air gap** ( mobile phone application)
- **Flexible PCBs with double access**

**Raw material:** Polyimide, polyester or PEN, Raw material with or without adhesive

**Cutting** by punching (hard tool or/and soft tool)

**Finishing:** Bright SNPB, flash plating NIAU, immersion tin, immersion chemical NIAU, organic coating, HASL lead free.

**Soldermask:** coverlay, photoimageable ink ( LPI), thermal ink, UV ink & others like silver ink shielding

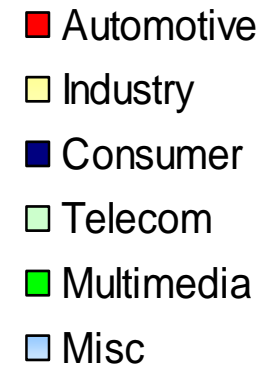
# Special Types PCB

- **Teflon PCBs** (high frequency application)
- **Double sided PCBs stick on metal heatsink** (engine electronic control or military application )
- **COB** (chip on boards) **PCBs** (for soldering: gold, aluminum or silver wires)
- **Mother boards PCBs** (with impedance controlled requirements)
- **Very long PCBs**
- **Credit card PCBs**
- **Thick copper PCBs** (single side, double side, multilayers)
- **Hybrids circuits**
- **Golden PCBs for automotive contact application.**
- **Multilayers PCBs with Invar or Molybdene internal heatsinks**



# About Our Customers

- Our customers are medium to large size companies.
- They believe in our service and its efficiency (cost, quality, reliability).



# About our customers



Sagem Communication  
SAFRAN Group



EB ElcoBrandt



THALES



DELPHI  
Driving Tomorrow's Technology

THOMSON  
Look Listen & Live™



SIEMENS VDO  
Automotive



# Contact

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